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#### Financial Adviser

<Financial adviser company name>  
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25 March 2020

Dear<Salutation>

### **CLOSURE OF THE 'A' SHARE CLASS OF THE KAMES ETHICAL EQUITY AND KAMES ETHICAL CAUTIOUS MANAGED FUNDS AND IMPACT ON YOUR RL360 PLAN - <PRODUCT> <PLAN NUMBER>**

Kames Capital plc has informed us that they will be closing the 'A' share class of its Ethical Equity and Cautious Managed funds ("the closing funds") which feature in the fund range for your plan. The closure will take place on 24 April 2020.

Your plan invests in one or both of these funds so we wanted to make you aware of the action we will be taking and explain your options for switching to a different fund if you prefer.

#### **The action we are taking**

We have closed the funds to new business and switches in with immediate effect, however, as an existing investor you can remain invested until 3pm on Wednesday 22 April, 2020 at which point we will switch your allocation from the Kames fund(s) into an alternative fund within the range. Any regular premium allocation (if applicable) in the closing funds will also be redirected to the alternative fund.

The alternative fund is the **Aberdeen Standard Liquidity (Lux) GBP A2 Acc** ("the receiving fund"). Please note that this fund is a money market fund which is in a different category to the Kames fund(s) that you currently invest in with a different investment and risk profile. Please see the table overleaf for a comparison of the closing and receiving funds.

Although the switch value from the closing fund(s) to the receiving fund will be the same, you will receive a different number of units in the receiving fund as the unit price is different to the closing fund(s). Details of the switch will be available to view via the transaction screen for your plan on our Online Service Centre. If you are not already registered to manage your plan online, you can sign-up at [www.rl360.com](http://www.rl360.com).

#### **Your options**

It is important to note that whilst investing in a money market fund will give you some downside protection in the current market turmoil we are experiencing (as a consequence of the COVID-19 pandemic), investment returns from money market funds have historically been low, but especially in recent years with the reduced bank base rates. It is therefore strongly recommended that you consider your options for switching your allocation to a different fund in the available range to ensure your investment goals continue to be met.

If you are happy to invest in the Aberdeen Standard Liquidity (Lux) GBP A2 Acc fund you don't need to do anything. However, if you would prefer to switch to a different fund available to your plan, it can be done at any time and is very easy to do. You may want to discuss the options with your financial adviser before deciding.

#### **Switching funds is easy**

Visit the fund centre for your product at [www.rl360.com/fundcentres](http://www.rl360.com/fundcentres) to help you decide on a new fund, or funds. After that choose one of the following options:

Switch online	Send us your changes
If you are a registered user of our Online Service Centre and have signed up for online switching, log into your account at <a href="http://www.rl360.com">www.rl360.com</a> and submit your switch online fast and efficiently.	Download a copy of our <b>Fund Switch Instruction Form</b> , which you will find on the product fund centre page, complete it and fax or post it back to us using the details on the form.

## Responsible Investing sector coming soon

We have plans later in the year to introduce a new Responsible Investing sector into the fund range for your plan, which will feature funds that have a socially responsible investment strategy.

With climate change challenging the world, companies are facing scrutiny on how they run their businesses and what impact they have on the environment. Investor demand is also changing and more people want to invest in companies that are trying to make a positive impact, both on society and towards creating a more sustainable world. More and more investment funds are being launched which incorporate ESG (Environmental, Social and Governance) criteria into their investment analysis and portfolio construction, building investment funds that investors will feel good about owning.

Look out for more details on our website later in the year of the ESG focused funds we will be adding.

## Comparison of the closing funds and the receiving fund

	Closing fund details	Closing fund details	Receiving fund details
<b>Fund Name</b>	Kames Ethical Cautious Managed GBP A Acc	Kames Ethical Equity GBP A Acc	Aberdeen Standard Liquidity (Lux) GBP A2 Acc
<b>ISIN</b>	GB00B1N9DX45	GB0007452484	LU0049015760
<b>Domicile</b>	United Kingdom	United Kingdom	Luxembourg
<b>Launch Date</b>	01/03/2007	17/04/1989	01/07/1985
<b>Fund Objective and Strategy</b>	<p>The investment objective is to provide a combination of income and long term capital growth.</p> <p>The fund invests in a diversified range of UK equities, bonds and cash, which meet the fund's predefined ethical criteria.</p> <p>Equities will be limited to a maximum of 60% of the fund's value at all times.</p>	<p>The fund aims to maximise total return by investment in equities and equity type securities in companies based in the UK, principally conducting business in the UK or listed on the UK stock market which meet the fund's predefined ethical criteria.</p> <p>The fund will invest at least 80% in equities of companies which are listed, quoted or traded in UK markets or which have their headquarters or a significant part of their activities in the UK but which may also be quoted on a regulated market outside of the UK. The fund operates an ethical screen which means it may not invest in particular industries and sectors. In all cases, the investments will meet its predefined ethical criteria.</p>	<p>The fund's investment objective is to preserve capital whilst aiming to provide a return in line with prevailing short term money market rates.</p> <p>To achieve this objective, the assets of the fund are invested with the principle of risk diversification predominantly in fixed and floating Sterling denominated Money Market Instruments and in deposits with credit institutions, including but not limited to, fixed-term deposits at financial institutions, certificates of deposit, commercial paper, medium-term notes, short-term treasury bills, floating rate notes, asset backed securities, ABCPs, call and notice accounts. The fund may hold ancillary liquid assets and may have exposure to investments with zero or negative yields in adverse market conditions.</p>
<b>Morningstar Sector</b>	GBP Moderate Allocation	UK Flex-Cap Equity	GBP Money Market - Short Term
<b>RL360 Sector</b>	Global Managed	Equity – UK	Currency/Money Market
<b>Ethical Focus</b>	Yes	Yes	No
<b>Risk and Reward Rating (1 being low, 7 being high)</b>	4	5	1
<b>Annual Management Charge</b>	1.25%	1.50%	0.20%
<b>Ongoing Charge *</b>	1.29%	1.53%	0.22%
<b>3 Year Performance</b>	2.30%	2.43%	0.42%
<b>3 Year Standard Deviation **</b>	6.91%	12.62%	0.07%

Notes: Information within this table is sourced from Morningstar® (with the exception of RL360 Sector) and is correct as at 29 February 2020.

\* Ongoing Charge includes the Annual Management Charge plus other operational expenses, so better reflects the total costs applied to the fund.

\*\* 3 Year Standard Deviation – Standard deviation is a statistical measurement which, when applied to a fund, expresses its volatility, or risk. It shows how widely a range of returns varied from the fund's average return over a particular selected period; in this case a 3 year period has been selected. If a fund had an average return of 5%, and its volatility was 15%, this would mean that the range of its returns over the period had swung between +20% and -10%. The 3 Year Standard Deviation figure shows the annualised standard deviation based on the monthly rates of return of the fund over the past 3 years ended 29 February 2020. This risk level is for reference only.

If you have any questions regarding this letter or any general queries, please get in touch. Call our Customer Service Team on +44 (0)1624 681682 or send an email to [csc@rl360.com](mailto:csc@rl360.com) and one of our team will be happy to help.

Kind regards



Chris Corkish  
Investment Marketing Manager

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